



Lawson Healthcare Solutions

Optimization of Key Resources Forms a Foundation for Excellent Patient Care



Healthcare organizations continue to experience an alarming erosion of their operational foundation, due primarily to rising costs and declining revenues. This dilemma may even threaten the ability of these organizations to maintain their high standards for the delivery of patient care. Lawson is helping healthcare organizations optimize management of their key operational resources: workforce, supplies and financial assets. In doing so, these organizations not only shore up their finances, but they safeguard their mission of providing the very best care to those who depend on their services.

In the world of healthcare, patient care is important, but so is financial performance. In the current environment, costs seem to keep rising — whether it's the salaries you must pay to attract and retain the highest caliber workforce or the increasingly sophisticated medical supplies you need to meet patient expectations. We all know how important it is to control these costs, improve operations, and gain greater visibility into key business information.

Lawson™ has become a leading provider of enterprise resource optimization (ERO) solutions to healthcare organizations for one compelling reason: We help our clients substantially reduce their operating costs through more effective planning, tracking, and management of their most vital resources: people, supplies, and financial assets.

You may not be able to alter the external forces that make your job challenging, but you can bring your costs under control, operate more efficiently, and ultimately uphold your high standards for patient care.

Lawson is ready to help you make it happen, starting today.

Lawson for Enterprise Resource Optimization

Lawson ERO solutions offer a direct response to your most immediate areas of concern — the areas that represent some of the greatest revenue impact on your organization. At the same time, Lawson provides the tools to increase financial visibility and strengthen decision-making.

Optimize Resources



Lawson is helping healthcare organizations optimize management of their key operations resources: workforce, supplies and financial assets.

Workforce Management

You know the issues all too well: chronic labor shortages, particularly for nursing, pharmacy, and technician positions, coupled with the skyrocketing costs associated with recruiting (including ever-rising agency fees), hiring, signing bonuses, training, overtime pay, benefits administration, and employee retention. It's no wonder that managing your workforce eats up the lion's share of your organization's costs!

Lawson Human Capital Management solutions equip you to substantially lower your human resources costs and greatly streamline the entire recruit-to-retire spectrum. Along the way, you may find that you're actually building employee morale and improving your ability to hold onto the most talented and dedicated professionals.

- Lawson Human Capital Management solutions can offer a number of tangible benefits for your healthcare organization, including:
- Expanding your pool of job candidates through automated recruiting
- Significantly shortening the hiring process so you can secure the "cream of the crop" before competing healthcare organizations do
- Making it easier for employees to understand and manage their own HR information and benefits, thus contributing to higher job satisfaction

Lawson Financials help tie information together into a single, set of financial data, so you can forecast more accurately and manage your budgets more effectively.

- Reducing the time required for managers to conduct employee reviews and carry out personnel actions
- Streamlining administrative tasks and processes, allowing staff to focus on more strategic activities
- Providing workforce analytics that enable you to promptly act upon the root causes of employee dissatisfaction and retention issues

Supply Chain Management

If you're like most healthcare organizations today, supply costs consume a considerable share of your revenues. Adding insult to injury, supply costs rise rapidly. But this situation is not without hope. According to industry experts, a substantial portion of healthcare supply chain costs could be eliminated through improved buying practices and controls.

Solidly rooted in industry best practices, Lawson Supply Chain Management can help you significantly reduce your costs and, at the same time, help ensure consistent supply availability. Staff members benefit from Lawson Supply Chain Management too, through the automation of manual tasks — allowing them to spend more time and energy on value-added activities.

Lawson Supply Chain Management solutions can benefit your healthcare organization in several significant ways, such as:

- Reducing process and supply costs through centralized purchasing controls and more efficient, less labor-intensive processes
- Accelerating the flow of information and processes, resulting in lower inventory costs
- Enhancing service levels by dramatically reducing steps in the procurement process
- Improving decision-making through real-time visibility into every aspect of the procurement cycle

Financial Management

Without a centralized system of financial management, one that consolidates data from across the enterprise, healthcare organizations will continue the struggle to take control of their costs and boost their operating margins. What's required is an enterprise-wide, integrated way to view, analyze, and act upon financial data. That's precisely what Lawson provides.

Lawson Financials solutions are designed to help tie everything together into a single, reliable set of financial data, so you can forecast more accurately, manage your budgets more effectively, and make course adjustments with the utmost confidence. In other words, Lawson Financials solutions form the base for a fiscally sound operational foundation.

Key advantages that Lawson Financials solutions offer your organization can include:

- Boosting financial accountability and improving your bottom line
- Serving as a single financial data source, which brings down costs and ensures financial integrity
- Providing real-time visibility into vital metrics, resulting in improved decision-making and more predictable outcomes

Business Visibility

Operational excellence can't happen without strong, insightful leadership. Yet, in too many healthcare organizations, strategic and tactical decision-making is hindered by lack of reliable, timely information. Lawson Business Intelligence helps you manage the deluge by consolidating data into valuable, actionable information.

With Lawson Business Intelligence, you can keep your organization on course by:

- Empowering individuals to make prompt, perceptive decisions through access to role-based enterprise performance information from your human resources, supply chain management, financials, and other systems
- Setting up a system of automatic notifications that delivers actionable, personalized business insights to decision-makers
- Creating views of enterprise data at any level of detail, even across disparate applications
- Easily locating and leveraging your organization's existing intellectual capital, including best practices, policies, and procedures





Faster ROI, Protection for Your Technology Investment

Considering the massive cost issues that will only grow more intense, your healthcare organization needs enterprise solutions that provide a rapid return on investment while extracting the lowest possible total cost of ownership. Moreover, you require a vendor and solutions that readily adapt to your changing needs and new waves of technology. On all counts, Lawson strives to meet or exceed your expectations.

- Our acclaimed open systems and flexible architecture help minimize your implementation costs and ensure smooth integration with your existing third-party or proprietary applications
- Unique Lawson architecture allows you freedom of choice in hardware, operating system, and database
- Web-addressable software that is designed to translate into faster, less costly deployment to employees at all your facilities

Healthcare Solutions

- The flexibility of Lawson Healthcare Solutions means that Lawson Healthcare Solutions can adapt to many of your business processes — not the other way around
- Outstanding scalability allows you to help maintain your software investment through years of growth and changing needs

Healthcare Consulting and Support Services

Protection for your Lawson investment also comes in the form of Lawson Professional Services. Our professional services team — dedicated to Lawson healthcare clientele — offer a full range of deliverables, including consulting, implementation, training, and support services. Their unmatched knowledge and background with Lawson solutions, together with their deep understanding of healthcare industry issues, can help you realize significant value from your Lawson system.

Flexibility is a hallmark of Lawson Professional Services. Select only the services that meet your needs, whether it's our proven implementation methodology, onsite and/or online training or technology consulting. If you choose, we can link you with a specially selected group of outside professional service organizations, all of whom are intimately familiar with Lawson solutions and have completed a rigorous certification process.

Put Our Industry Leadership and Affiliations to Work for You

When it comes to meeting the needs of the healthcare industry, Lawson clearly stands apart from the crowd. Today Lawson serves 500-plus healthcare industry customers representing more than 4,500 facilities. We deliver proven solutions to many of the nation's leading organizations, including eight of the top 10 integrated delivery healthcare systems.

A publicly traded company with a track record spanning several decades, Lawson has earned the trust of so many healthcare organizations by:

- Recruiting and hiring experts from the healthcare industry to develop, deliver and support our solutions
- Achieving Support Center Practices (SCP) certification for our Global Support Center in five consecutive years
- Partnering with leading healthcare-focused companies in consulting, complementary systems and supply chain

Part of Lawson success in healthcare can also be traced to strong industry relationships and affiliations, which allow us to continue the development of solutions that address your specific needs. The Lawson Healthcare Advisory Board includes chief financial officers, chief information officers and other senior executives from leading U.S. healthcare organizations. In addition, we are an active member in many industry trade organizations.

Finally, Lawson strives for continuous improvement in products and services with direct input from the Lawson Global User Group, which includes representation from our customers in the healthcare industry.



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